

APSCo IT Sector

Date: 26th January 2023

Time: 15:30 – 17:00

Venue: Monument Meetings, 20 St Dunstan's Hill, London, EC3R 8HL



Agenda

15:00 Registration and refreshments

15:30 Welcome and introduction

Ben Broughton, Director, Primis

Adam Wooldridge, Regional Director, Volt

15:35 APSCo update

Teri Etherington, Talent Development Manager, APSCo

15:40 Trends in the tech marketplace 2023

Alex Charraudeau, Senior Sales Manager, LinkedIn

Alex will kick off this insightful meeting with a presentation on the top trends affecting the IT Sector and take a look at what challenges and opportunities to expect for IT recruiters in 2023. He will cover

- Job advert data – what the numbers look like
- Candidate demands and shortfalls in the Tech Recruitment space
- Client growth markets

This data driven presentation will enable members to position their businesses in terms of focussing teams and resources appropriately to maintain an effective and efficient business in potentially challenging economic conditions.

16:10 Panel discussion and Q&A session

Gary Cordery, Sales Director, Bullhorn

Simon Cleaver, CEO, CloudCall

Gary and Simon will be joined by Ben and Adam to continue the discussion and share practical steps they recommend to drive growth in 2023. Please come armed with questions!

17:00 Networking drinks

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Speaker Profiles



Alex Charraudeau, Senior Sales Manager, LinkedIn

Alex Charraudeau manages the team supporting our UK Search & Staffing clients at LinkedIn. Having joined LinkedIn 9 years ago, he worked as a consultant to our largest customers across EMEA helping them with digital transformation projects and implementing social media strategies before managing teams of Account Directors. His team partners with business leaders to arm them with unique data, insights, talent trends, and tools to understand and engage with the 800+ million members on LinkedIn globally. With recruiters playing an integral role in powering companies and the economy, his team is proud to partner with them to help connect talent to opportunity and create valuable businesses along the way.

Before LinkedIn, having been a recruiter after graduation, Alex spent several years advising on digital marketing practices and branding for recruitment companies.



Gary Cordery, Sales Director, Bullhorn

As Regional Sales Director, Gary leads Bullhorn International's Field Sales organisation with a primary focus on the UK & Irish Recruitment markets. Since joining Bullhorn in 2015, Gary has held a variety of positions focused on managing the growth and strategic partnerships of key Accounts and Affiliations. Prior to Bullhorn, Gary worked at Usablenet, assisting some of the largest organisations around the world with their Web Accessibility and Mobile Application strategies. Gary holds a Bachelor of Science in Business Economics from the University of Roehampton.



Simon Cleaver, CEO, CloudCall

Simon is an entrepreneur and highly experienced director who has built, developed and sold a number of successful companies in both the private and the public arenas. He has specialist knowledge of acquiring and turning around companies or assets, often under distressed circumstances. Businesses that he has built and sold include Serve Logic plc, Business Serve plc, RDP Ltd and Dalehart Ltd. He was educated in the UK and studied Chemistry.

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